

Exhibit I



COMMISSION FORMULA & RULES

Total Gross Sales: Less stales, less
defects, less returns

x

Commission %

Plus: Base

Less: Guarantee/draw

Equals: Commission Payable

Example

Total Gross Sales: 26,985.75

x

Commission 2.5%

Plus: Base 250.00

Less: Guarantee/draw 310.00

Equals: Commission Payable 614.64

1. **Comp Rule Code:** Identifies the comp rule that is being used on the route.

2. **Total Sales Due Commission:** Generally the sum of all daily reports

3. **Value %:** Commission rate (percentage)

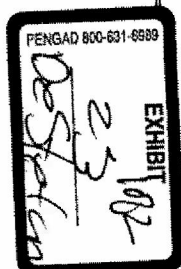
4. **Total Calculated Commission:** Amounts equals Total Sales Due Commissions multiplied by commission %

5. **Base Pay:** Dollar amount for the base portion of pay. It is used for calculating the Total Earnings amount.

6. **Total Earnings Amount:** Sum of Total Calculated Commission and Base Pay amount

7. **Guarantee/Draw:** Amount is deducted from the Total Earnings amount

8. **Commission Payable:** Base Pay + Commission % - Guarantee/Draw. This is paid two weeks in arrears (Guarantee/Draw is paid current).



D001082



COMMISSION EARNINGS REPORT

FRITO-LAY, INC. SCHEDULE DATE: 2004-10-2-3 FIELD SALES COMPENSATION
 FC2PL914-01 SALESPERSON EARNINGS REPORT
 TIME:04:00:29 FOR PERIOD 10, WEEK 1, 04
 FROM 09/05/04 TO 09/11/04
 (PRELIM EARNINGS)

PAGE: 1
 RUN DATE: 09/15/04

ZN 2 DIV 1 REG 1 DIST 355 ROUTE 29307 EMPL# XXX-XX-XXXX NAME:
 PAY WITH EMPLOYEE # PAY WITH EMPLOYEE NAME
 ARCHER, WILLIS E
 DEANGELIS, ANTHONY
 ADETUNJI, GBENRO
 KENNY, BRIAN T

SMITH, JOHN

COMP RULE CODE: 0N201

TIER STRUCTURE	DOLLARS	VALUE%	
LEVEL 1	26,985.75	0.02500	674.64
LEVEL 2	0.00	0.00000	0.00
LEVEL 3	0.00	0.00000	0.00
TOTAL	26,985.75		
***TOTAL CALCULATED COMMISSION:			674.64

BASE PAY AMOUNT: 250.00
 TOTAL CALCULATED COMMISSION: 674.64

***TOTAL EARNINGS AMOUNT: 924.64

LESS GUARANTEE/DRAW PAY AMOUNT: 310.00

***TOTAL COMMISSION PAYABLE: 614.64

***TOTAL VACATION PAYABLE: 0.00

DAILY REPORT DOCUMENTS : (NUMBER OF DOCUMENTS USED: 6)

DOC	DOC	FROM	DOLLARS	DOC	DOC
DATE	NUMBER	EMPLOYEE		DATE	NUMBER
09/05/04	25828494	KENNY	8,883.19	09/07/04	25828500
09/08/04	25828508	DEANGELIS	2,798.40	09/09/04	25828513
09/10/04	25828518	DEANGELIS	4,530.38	09/11/04	25828529

FROM	EMPLOYEE	DOLLARS
	DEANGELIS	2,538.63
	KENNY	5,698.40
	DEANGELIS	2,201.15

DAILY REPORT DOCUMENTS SUBTOTAL: 26,550.15

CROSS DOCK DOCUMENTS : (NUMBER OF DOCUMENTS USED: 1)
 09 07 04 93768157 WAL MART #18302/51 10x1 WM XXL

435.60

CROSS DOCK DOCUMENTS SUBTOTAL : 435.60

ADJUSTED DOCUMENTS : (NUMBER OF DOCUMENTS USED: 0)

***** NO DOCUMENTS OF THIS TYPE *****

ADJUSTED DOCUMENTS SUBTOTAL : 0.00
 DAILY REPORT NON-COMMISSIONABLE ADJUSTMENTS SUBTOTAL: 0.00
 ***TOTAL SALES DUE COMPENSATION:

26,985.75

D001083